

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
SUMMARY REPORT

Scratch Ticket Information

Date Completed 11/5/2018

Game #	1844	Confirmed Packs	2,376
Game Name	The Money Game	Active Packs	1,538
Quantity Printed	7,192,125	Warehouse Packs	24,810
Price Point	\$5	Returned Packs	844
Start Date	5/7/2018	Printed Payout Percentage	67.98%
Top Prize	\$ 100,000	Percent Sold	67.84%
Number of Top Prizes Remaining	1	Number of Weeks Out	26

Current Game Sales Analysis

TANGIBLE COSTS

Expenditure Impact:

Cost to print tickets	\$ 166,138	Actual ticket production costs
Prize payout expense	\$ 16,239,975	Data from Instant Ticket Tier Liability screen in ES
Estimated Direct Costs	\$ 16,406,113	

TANGIBLE BENEFITS

Revenue Impact:

Estimated sales	\$ 24,395,688	Based on # of tkts printed, times % sold from DaVinci report, times the price point
Total Estimated Benefits	\$ 24,395,688	

Excess of Revenue over Expended \$ 7,989,575

INTANGIBLE POSITIVE BENEFITS:

- Allows for open bin space for new games at same price point with higher average weekly sales.
- Allows retailers to return inventory to TLC that is not selling thus releasing their financial burden

INTANGIBLE NEGATIVE BENEFITS:

- There are still valuable prizes remaining in this game.

Assumptions:

- Estimated sales revenue is calculated based on the number of tickets printed times the percent sold from the DaVinci report. The percent sold amount is based on pack settlements. Some partial packs could be returned thus slightly reducing the sales revenue amount reported above.

Weekly Sales Comparison Information

	<u>Previous 3 Weeks Sales from DaVinci</u>	
Most recent week sales	\$	186,895
Next week	\$	206,295
Next week	\$	237,575
Avg Weekly Sales Current Game	\$	210,255
Avg Weekly Sales \$5; 5-9.99 M Qty	\$	1,874,253
Percentage Of Variance In Sales		89%

TEXAS LOTTERY COMMISSION
Scratch Ticket Game Closing Analysis
RECOMMENDATION AND APPROVALS

Instant Ticket Information

Game #	1844	Printed Payout Percentage	67.98%
Game Name	The Money Game	Actual Payout Percentage	66.57%
Percent Sold	67.84%	Number of Weeks Out	26
Average # of Weeks for 85% Sell-through for Same Price Point Game With Similar Print Run.			19

Recommendation

Based on the findings in this Summary Report, I am recommending closing the above game.

I am recommending closing the above game based on the below business reason(s):

Pat Bawersock 11/6/18
Instant Product Coordinator Date

RP 11/9/18
Products Manager Date

By signing below, I agree with the recommendation of the Products Department Staff to close the above game.

Ed Rose for Ryan Miredd 11-12-18
Lottery Operations Division Director Date

Kathryn Ryha 11/15/18
Controller Date

[Signature] 11/15/18
Executive Director Date



Da Vinci Report
Week End Date: 11/3/18

Product Line	Game	Tix Run	Name	Start	Call	Close	Wks	% Sold	Confirmed	Active	Ware	Return	Net Sales			
													11/3/18	10/27/18	10/13/18	
Mature	2048	\$2	DOUBLE MATCH	7/16/18			16	79.63%	5,110	4,255	121	531	\$415,558.00	\$513,316.00	\$508,482.00	\$595,026.00
	2078	\$2	WEEKLY GRAND	1/10/18			42	46.76%	12,431	9,323	127,138	11	\$741,466.00	\$841,760.00	\$816,420.00	\$795,316.00
	2081	\$3	DOUBLE BONUS CROSSWORD	3/15/18			33	65.26%	16,017	10,111	69,440	25	\$2,334,384.00	\$2,203,839.00	\$2,230,035.00	\$2,198,919.00
	1837	\$5	\$100,000 JACKPOT	6/18/18			20	89.74%	4,451	2,659	850	87	\$601,330.00	\$606,430.00	\$714,265.00	\$828,370.00
	1859	\$5	CROSSWORD CONNECT	6/28/17			70	88.72%	11,211	6,214	13,627	28	\$1,237,910.00	\$1,203,520.00	\$1,231,980.00	\$1,210,565.00
	2049	\$5	FROGGER	6/27/18			18	66.81%	7,919	5,026	16,776	183	\$614,330.00	\$676,550.00	\$731,295.00	\$732,530.00
	2051	\$5	LION'S SHARE	6/4/18			22	65.13%	2,667	1,697	27,416	911	\$260,345.00	\$292,560.00	\$334,045.00	\$389,530.00
	2013	\$5	LUCKY 75	12/18/17			46	85.31%	4,701	2,847	32,723	8	\$764,270.00	\$766,835.00	\$786,815.00	\$902,850.00
	2032	\$5	PHARAOH'S GOLD	5/21/18			24	57.09%	2,516	1,522	37,530	1,089	\$203,750.00	\$225,985.00	\$273,825.00	\$277,920.00
	1877	\$5	SUPER LOTERIA	12/11/17			47	75.43%	23,456	9,949	94,037	12	\$3,351,560.00	\$3,307,975.00	\$3,256,905.00	\$3,325,725.00
	1844	\$5	THE MONEY GAME	5/7/18			26	67.84%	2,376	1,538	24,810	844	\$186,895.00	\$206,295.00	\$237,575.00	\$263,665.00
	1759	\$10	\$200 MILLION PAYOUT	8/1/16			118	77.76%	7,779	3,662	113,013	28	\$1,021,350.00	\$1,013,530.00	\$992,120.00	\$1,074,030.00
	2046	\$10	50X THE CASH	5/7/18			26	87.06%	13,492	6,038	3	124	\$1,800,970.00	\$1,754,300.00	\$1,865,840.00	\$2,000,120.00
	2076	\$10	CASINO ACTION SUPER TICKET	6/27/18			18	39.76%	12,892	7,534	86,706	13	\$1,770,590.00	\$1,640,300.00	\$1,766,790.00	\$1,783,950.00
	2018	\$10	SUPER 75	12/18			44	83.97%	8,184	3,550	32,872	24	\$1,276,020.00	\$1,221,310.00	\$1,312,250.00	\$1,478,500.00
	2075	\$10	THE GLITTER IS GOLD	7/16/18			16	63.91%	10,978	5,019	25,289	57	\$1,279,120.00	\$1,288,410.00	\$1,452,900.00	\$1,594,120.00
	1884	\$20	\$100 MILLION TEXAS RICHES	2/5/18			39	69.41%	7,974	3,758	73,628	33	\$1,231,980.00	\$1,218,840.00	\$1,219,140.00	\$1,240,600.00
	1671	\$20	\$500,000,000 CASH	5/18/15			181	41.09%	7,051	2,995	792,126	29	\$1,060,380.00	\$993,100.00	\$976,740.00	\$1,008,060.00
	2047	\$20	100X THE CASH	4/2/18			31	64.62%	18,952	7,221	100,314	9	\$2,746,960.00	\$2,631,180.00	\$2,643,940.00	\$2,723,060.00
	1838	\$20	INSTANT MILLIONAIRE	5/15/17			77	28.22%	10,385	5,036	978,488	14	\$1,578,200.00	\$1,481,360.00	\$1,543,980.00	\$1,528,120.00
	2014	\$20	MEGA 75	12/4/17			48	84.33%	10,085	3,986	41,025	16	\$1,745,920.00	\$1,722,780.00	\$1,670,480.00	\$1,774,860.00
	2067	\$20	STACKS OF CASH	7/16/18			16	34.90%	15,256	6,954	160,674	13	\$2,049,620.00	\$1,992,460.00	\$2,121,060.00	\$2,258,720.00
	2053	\$30	\$750 MILLION WINNER'S CIRCLE	3/19/18			33	15.28%	16,473	7,796	1,127,413	7	\$3,634,110.00	\$3,590,730.00	\$3,562,860.00	\$3,573,870.00
	2057	\$50	200X THE CASH	6/18/18			20	42.00%	12,966	5,848	83,458	36	\$3,658,650.00	\$3,413,100.00	\$3,502,150.00	\$3,418,250.00
	2030	\$50	ULTIMATE 75	2/19/18			37	66.92%	8,136	3,876	46,897	27	\$2,311,600.00	\$2,197,700.00	\$2,290,400.00	\$2,239,950.00
Out of Wareh	2086	\$1	10 GRAND	9/4/18			9	62.86%	11,932	9,490	80	12	\$605,283.00	\$654,539.00	\$655,269.00	\$627,235.00
	2064	\$1	DOUBLE DOUBLER	8/6/18			13	84.60%	3,984	3,142	0	136	\$231,690.00	\$297,750.00	\$344,217.00	\$413,820.00
	2063	\$5	50X FAST CASH	8/6/18			13	71.70%	12,637	5,167	0	872	\$709,150.00	\$805,680.00	\$906,075.00	\$1,076,845.00
Sold/Closing	2043	\$1	5X THE CASH	5/7/18			26	90.83%	4,887	4,119	0	232	\$289,616.00	\$336,149.00	\$370,433.00	\$417,702.00
	2058	\$1	BLACKJACK	6/4/18	11/4/18	12/19/18	22	93.51%	596	409	8	1,776	\$29,787.00	\$39,885.00	\$46,982.00	\$55,453.00
	2050	\$1	SUPER 95	6/27/18	11/4/18	12/19/18	18	94.80%	531	451	0	1,049	\$32,564.00	\$47,672.00	\$64,645.00	\$82,104.00
	1893	\$2	A CUT ABOVE	3/19/18	10/14/18	11/28/18	33	84.59%	158	97	1,550	5,510	-\$1,084.00	\$5,394.00	\$20,548.00	\$54,694.00

Liability for 1844 / for Life to Date

Product Status: SmartCash Enabled: N/A

Validation Range: 05/17/2017 - 12/31/2037

Outstanding Prizes

Tier Ref	SmartCash	Tier Value	Count	Tickets	Amount	Paid Life to	Amount Paid Life to Date	% paid	Est. Tickets Sold
1	N/A	\$5.00	291000	524196	\$1,455,000.00	\$2,620,980.00	\$2,620,980.00	64.30%	4624756
2	N/A	\$10.00	83965	155791	\$839,650.00	\$1,557,910.00	\$1,557,910.00	64.98%	4673369
3	N/A	\$10.00	121611	237914	\$1,216,110.00	\$2,379,140.00	\$2,379,140.00	66.17%	4759355
4	N/A	\$20.00	8293	15725	\$165,860.00	\$314,500.00	\$314,500.00	65.47%	4708808
5	N/A	\$20.00	7949	16034	\$158,980.00	\$320,680.00	\$320,680.00	66.86%	4808344
6	N/A	\$20.00	15818	32076	\$316,360.00	\$641,520.00	\$641,520.00	66.97%	4816774
7	N/A	\$20.00	7937	16046	\$158,740.00	\$320,920.00	\$320,920.00	66.91%	4811943
8	N/A	\$25.00	8321	15661	\$208,025.00	\$391,525.00	\$391,525.00	65.30%	4696683
9	N/A	\$25.00	7970	15969	\$199,250.00	\$399,225.00	\$399,225.00	66.71%	4797654
10	N/A	\$25.00	7950	16068	\$198,750.00	\$401,700.00	\$401,700.00	66.90%	4811519
11	N/A	\$25.00	7915	16159	\$197,875.00	\$403,975.00	\$403,975.00	67.12%	4827512
12	N/A	\$50.00	4149	7816	\$207,450.00	\$390,800.00	\$390,800.00	65.32%	4698173
13	N/A	\$50.00	3995	7972	\$199,750.00	\$398,600.00	\$398,600.00	66.62%	4791144
14	N/A	\$50.00	3954	8061	\$197,700.00	\$403,050.00	\$403,050.00	67.09%	4825278
15	N/A	\$50.00	3926	8048	\$196,300.00	\$402,400.00	\$402,400.00	67.21%	4833992
16	N/A	\$50.00	3901	8081	\$195,050.00	\$404,050.00	\$404,050.00	67.44%	4850572
17	N/A	\$50.00	3925	8111	\$196,250.00	\$405,550.00	\$405,550.00	67.39%	4846736
18	N/A	\$100.00	973	1711	\$97,300.00	\$171,100.00	\$171,100.00	63.75%	4584845
19	N/A	\$100.00	902	1795	\$90,200.00	\$179,500.00	\$179,500.00	66.56%	4786749
20	N/A	\$100.00	907	1802	\$90,700.00	\$180,200.00	\$180,200.00	66.52%	4784130
21	N/A	\$100.00	891	1811	\$89,100.00	\$181,100.00	\$181,100.00	67.02%	4820480
22	N/A	\$100.00	806	1588	\$80,600.00	\$158,800.00	\$158,800.00	66.33%	4770716
23	N/A	\$100.00	781	1600	\$78,100.00	\$160,000.00	\$160,000.00	67.20%	4833011
24	N/A	\$150.00	418	786	\$62,700.00	\$117,900.00	\$117,900.00	65.28%	4695191
25	N/A	\$150.00	400	800	\$60,000.00	\$120,000.00	\$120,000.00	66.67%	4794750
26	N/A	\$150.00	387	802	\$58,050.00	\$120,300.00	\$120,300.00	67.45%	4851206
27	N/A	\$150.00	2439	5079	\$365,850.00	\$761,850.00	\$761,850.00	67.56%	4858845
28	N/A	\$200.00	103	200	\$20,600.00	\$40,000.00	\$40,000.00	66.01%	4747277
29	N/A	\$200.00	86	219	\$17,200.00	\$43,800.00	\$43,800.00	71.80%	5164181
30	N/A	\$200.00	96	207	\$19,200.00	\$41,400.00	\$41,400.00	68.32%	4913431
31	N/A	\$200.00	98	208	\$19,600.00	\$41,600.00	\$41,600.00	67.97%	4888764
32	N/A	\$200.00	1069	2212	\$213,800.00	\$442,400.00	\$442,400.00	67.42%	4848820
33	N/A	\$500.00	107	194	\$53,500.00	\$97,000.00	\$97,000.00	64.45%	4635455
34	N/A	\$500.00	94	212	\$47,000.00	\$106,000.00	\$106,000.00	69.28%	4982779
35	N/A	\$500.00	91	215	\$45,500.00	\$107,500.00	\$107,500.00	70.26%	5053290
36	N/A	\$500.00	501	1006	\$250,500.00	\$503,000.00	\$503,000.00	66.76%	4801113
37	N/A	\$10,000.00	4	11	\$40,000.00	\$110,000.00	\$110,000.00	73.33%	5274225
38	N/A	\$100,000.00	1	4	\$100,000.00	\$400,000.00	\$400,000.00	80.00%	5753700
Totals:				603733	\$8,206,600.00	1,132,190	\$16,239,975.00		

END OF PRODUCTION PRIZE STRUCTURE
 May 10, 2017 - (POOLS # 1 - 65 COMPLETE)

Prize Structure
 TEXAS LOTTERY
 GAME NO.1844 "THE MONEY GAME"
 February 6, 2017 - VERSION B

Order Quantity: 7,192,125 Pack Size: 75 Pool Size: 120,000 Winners: 1,735,923 Total Payout: \$24,446,675.00
 Price Point: \$5.00 Packs/Game: 95,885 Number of Pools: 58.93 Non-winners: 5,456,202 Prize Fund: \$24,446,675.00
 Revenue: \$35,960,625.00 Pools/Pool: 1,600 Overall Odds: 4:1431 Payout: \$7.88%

ORIGINAL ORDER

SHIPMENT # 1 - 2
 COMPLETE
 POOLS # 1 - 65

Pool	Win	Loss	Cost	Win	Yield	Draw	Prize	Pay	Total	% Prize Fund
01	1	L	\$5	\$5	8,8228	8.50	13,600.00	815,198	\$4,075,980.00	16.67%
02	1	L	\$10	\$10	29,9977	2.50	4,000.00	238,766	\$2,387,660.00	9.81%
03	1	L	\$5 DBL	\$10	20,0046	3.75	6,000.00	389,825	\$3,595,250.00	14.71%
					12,0013	6.25	10,000.00	599,281	\$5,992,810.00	24.51%
04	1	L	\$20	\$20	299,4473	0.25	400.00	24,018	\$460,360.00	1.86%
05	2	L	\$10 x 2	\$20	299,8843	0.25	400.00	21,983	\$479,680.00	1.96%
06	2	L	\$10 + \$5 DBL	\$20	150,1676	0.50	800.00	47,894	\$967,680.00	3.92%
07	4	L	\$5 x 4	\$20	299,8843	0.25	400.00	21,983	\$479,680.00	1.96%
					58,9954	1.25	2,000.00	119,879	\$2,397,660.00	9.81%
					4,8374	95.00	25,000.00	1,594,555	\$15,460,900.00	63.69%
Mid Hits										
08	1	M	\$25	\$25	299,8968	0.25	400.00	21,982	\$599,950.00	2.45%
09	2	M	\$25 + \$5	\$30	300,4355	0.25	400.00	21,939	\$598,475.00	2.45%
10	2	M	\$10 DBL + \$5	\$25	299,4473	0.25	400.00	24,018	\$600,450.00	2.46%
11	4	M	\$10 + (\$5 x 3)	\$25	298,7507	0.25	400.00	24,074	\$601,850.00	2.46%
					74,9078	1.00	1,600.00	95,013	\$2,400,320.00	9.82%
12	1	M	\$50	\$50	601,0669	0.12	200.00	11,945	\$598,250.00	2.45%
13	1	M	\$25 DBL	\$50	600,9865	0.12	200.00	11,947	\$598,350.00	2.45%
14	2	M	\$20 DBL + \$10	\$50	598,5865	0.13	200.00	12,015	\$600,760.00	2.46%
15	5	M	\$10 x 5	\$50	600,6461	0.12	200.00	11,974	\$598,700.00	2.45%
16	7	M	(\$10 x 3) + (\$5 x 4)	\$50	600,2441	0.12	200.00	11,942	\$598,100.00	2.45%
17	10	M	\$5 x 10	\$50	597,5511	0.13	200.00	12,036	\$601,800.00	2.46%
					68,9753	0.75	1,200.00	71,959	\$3,598,860.00	14.71%
18	1	M	\$100	\$100	2979,6293	0.03	45.00	2,684	\$298,400.00	1.10%
19	1	M	\$50 DBL	\$100	2966,7130	0.03	45.00	2,697	\$298,700.00	1.10%
20	4	M	\$25 x 4	\$100	2954,6003	0.03	45.00	2,709	\$270,900.00	1.11%
21	6	M	\$50 + (\$10 x 5)	\$100	2981,7783	0.03	45.00	2,702	\$270,200.00	1.11%
22	10	M	(\$20 x 2) + (\$10 x 4) + (\$5 x 4)	\$100	3004,2293	0.02	40.00	2,394	\$239,400.00	0.98%
23	15	M	(\$10 x 5) + (\$5 x 10)	\$100	3020,6321	0.02	40.00	2,381	\$238,100.00	0.97%
					462,0110	0.16	260.00	15,567	\$1,556,700.00	6.37%
24	1	M	\$150	\$150	5973,5267	0.01	20.00	1,204	\$180,000.00	0.74%
25	2	M	\$50 DBL + \$25 DBL	\$150	5950,4375	0.01	20.00	1,200	\$180,000.00	0.74%
26	11	M	\$50 + (\$20 x 2) + (\$10 x 4) + (\$5 x 4)	\$150	6048,8856	0.01	20.00	1,189	\$178,350.00	0.73%
27	20	M	(\$10 x 10) + (\$5 x 10)	\$150	595,6540	0.08	125.00	7,818	\$1,127,700.00	4.61%
					647,2977	0.12	195.00	11,111	\$1,698,650.00	6.82%
28	1	M	\$200	\$200	23736,3661	0.00	5.00	303	\$60,000.00	0.25%
29	1	M	\$100 DBL	\$200	23950,7377	0.00	5.00	305	\$61,000.00	0.25%
30	3	M	\$100 + (\$50 x 2)	\$200	23736,3661	0.00	5.00	303	\$60,000.00	0.25%
31	11	M	\$50 + (\$20 x 5) + (\$10 x 5)	\$200	23950,6765	0.00	5.00	306	\$61,200.00	0.25%
32	20	M	(\$20 x 5) + (\$10 x 5) + (\$5 x 10)	\$200	2192,0527	0.03	55.00	3,281	\$556,200.00	2.28%
					1598,9968	0.06	75.00	4,469	\$698,000.00	2.88%
33	1	M	\$500	\$500	23894,1030	0.00	5.00	301	\$150,000.00	0.62%
34	3	M	\$200 DBL + (\$25 DBL x 2)	\$500	23503,6785	0.00	5.00	306	\$153,000.00	0.63%
35	5	M	\$100 x 5	\$500	23503,6785	0.00	5.00	306	\$153,000.00	0.63%
36	20	M	(\$50 x 5) + (\$20 x 10) + (\$10 x 5)	\$500	4772,4784	0.02	25.00	1,697	\$753,000.00	3.08%
					2971,8525	0.03	40.00	2,420	\$1,210,000.00	4.95%
					33,6644	2.10	3,200.00	201,832	\$11,390,240.00	46.30%
High Hits										
37	1	H	\$10,000	\$10,000	479475,0000	0.00	0.25	15 *	\$150,000.00	0.61%
38	1	H	\$100,000	\$100,000	1438425,0000	0.00	0.08	5 *	\$500,000.00	2.05%
					35699,2500	0.00	0.34	20	\$400,000.00	1.60%
					4,1431	18.10	28,962.34	1735,923	\$24,446,675.00	100.00%

* Exact Quantity by Kind Level
 DBL = 4x DOUBLE the prize
 There will be no more than 20 winners per pool.

No.

05/19/17

Game Name Game No Inv No. Vendor TLC PO #

The Money Game 1844 1029839-2 SGI 362-17-9019 RL021

Description/Tickets Delivered Qty Units per 1000 Unit Price Amount

7,192,125

7,192.13

\$23.10

\$166,138.09
\$166,138.09

Delivered 7,192,125
Ordered 7,080,000

2% under 6,938,400
2% over 7,221,600

Acceptable 0
Range

Sub Total \$166,138.09
Total \$166,138.09

Instant Ticket Game Analysis
8/28/16-8/25/18

Average Number of Weeks for 85% Average Sell Through

Print Quantities	Price Point						Print Quantities	Price Point			
	\$1	\$2	\$3	\$5	\$7	\$10		\$20	\$25	\$30	\$50
< 5M	None	Week 12*	None	None	None	None	2M	None	None	None	None
5M-9.99M	Week 16	Week 18	Week 17	Week 19	None	None	3M	None	None	None	Week 52*
10M-14.99M	Week 21	None	None	Week 16*	None	None	4M	None	None	None	None
15M-19.99M	None	None	Week 32*	Week 52*	None	None	5M	None	None	None	None
20M-24.99M	None	Week 34*	None	None	None	Week 15	6M	Week 33*	None	None	None
25M-29.99M	None	None	None	None	None	None	7M	None	None	None	None
30M-34.99M	Week 41	Week 57*	None	None	None	None	8M	None	None	None	None
>35M	None	Week 60	Week 64	Week 52*	None	Week 33	>9M	None	None	None	None

Average Weekly Dollar Sales at 85% Average Sell Through

Print Quantities	Price Point						Print Quantities	Price Point			
	\$1	\$2	\$3	\$5	\$7	\$10		\$20	\$25	\$30	\$50
< 5M	None	\$714,918	None	None	None	None	2M	None	None	None	None
5M-9.99M	\$515,035	\$758,306	\$1,248,375	\$1,874,253	None	None	3M	None	None	None	\$2,913,384
10M-14.99M	\$466,349	None	None	\$2,919,843	None	None	4M	None	None	None	None
15M-19.99M	None	None	\$1,302,836	\$1,508,375	None	None	5M	None	\$2,578,733	None	None
20M-24.99M	None	\$1,078,385	None	None	None	\$3,483,559	6M	None	None	None	None
25M-29.99M	None	None	None	None	None	None	7M	None	\$2,502,908	None	None
30M-34.99M	\$632,952	\$1,039,084	None	None	None	None	8M	None	None	None	None
>35M	None	\$1,119,742	\$1,583,593	\$3,361,809	None	\$3,182,478	>9M	None	\$3,781,160	None	None

None = no games at this level with 85% sell through
* only one game at this level with 85% sell through

Excludes Promotional Tickets
Unaudited - For Internal Use Only